

Letter from Gardiner Greene Hubbard to Alexander Graham Bell, January 18, 1878, with transcript

L. 1878 Telephone G.G.H. to A. G. B. Jan.18 Wash. W. U. Teleph is Bele's Edison

I have been very busy every moment for some weeks past and do not see any prospect for any respite for a long time to come.

Everything is moving on very quietly in Telephone. The Western Union are hard at work on telephones, but have not put any out yet .— T t ho several are in the hands of agents , — we do not understand their policy. They have adopted our form of lease, our prices and our Telephones. It is a little different in its shape but is none the less the Bell Telephone.

I have seen Mr. Edison several times lately and am more impressed each time with his ability. We shall probably arrange with him for the manufacture and sale of his phonograph — I am trying to get it also for England, but may not succeed. I will write you further about it next week.

I am very sorry you have lost the German patent, I think you should go to Berlin if you have not already done so, and have a 2 Bismark personal interview with Bismarc and the Crown Prince, and see if you cannot reverse the decision. Even if there is not much chance of success, you should not omit that single opportunity.

We are not leasing many telephones, the demand fell off about the first of the year, but is beginning to revive. It was caused partly by the new year, and also by the hope of getting them a little cheaper from the Western Union. I think the worst of our scare on this side of the water is over, and that we shall now have pretty smooth sailing. I wish you would write occasionally for I am (in) entire ignorance of what you are doing. If you cannot write then send a dictated letter.

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(G.M.H.)

Mr. Hubbard was interrupted and the letter must go without further close. Mr. Hubbard fears that the manufacture of Telephones 3 Japan of Germany in Germany may be a great injury to the introduction in other countries, I mean that other countries, Japan, for instance, think they can buy them cheaper of Germany than here. He is very anxious that you should go to Berlin and do your best to recover your rights there. I am writing and talking to a gentleman at the same time and I am making wretched work with both.